ADVERTISEMENT.

The Abraham & Straus Private Subway Entrance at Hoyt Street is quickly reached by Brooklyn Express, as follows, from 247th 8t. (B'way) 51 min. Grand Central 17 min. 180th 8t. (Bronx) 48 min. 14th 8t 13 min. 96th 8t. 25 min. Booklyn Bridge 9 min. 36th 8t. 22 min. Bowling Green 5½ min.

Getting Business in South America

The Schemes of a Few Unscrupulous Houses Have Injured Our Commercial Reputation in Pan-American Countries.

By JOHN H. FAHEY.

Formerly President of the Chamber of Commerce of the Unnited States. Copyright 1916-The Tribune Ase'n (N. T. Tribune).

heed very sharply in Cen-outh American countries, red business men are pain-of the fact that, as in periods, we have seen in States during recent months linary number of unwar-nces in prices of raw maselfish and shortsighted tempted by big profits r obligations and take of violent swings in market. Such men are of the future and will un-ay dearly for their indis-

the fact that the great

were in the new countries because it has developed naturally enough. It has developed naturally enough. It has because of merchandise of the scarcity of ships made merican merchants especially to get their supplies. In the year have had little difficulty in his requirements, for the serviced by European concerns has the nend of some manufacturing concern called in his sales manufacturing concern called in eneral shortage of merchandise e of the scarcity of ships made American merchants especially s to get their supplies. In the sales manager, and so the "stuff" was regarded as rescuers, and what they had to offer was promptly accepted in most cases. Many of these men were sent out in the latter part of 1914 and early in

Despite all of the education and agitation that has been going on about our methods of packing goods, our propensity for smothering South America with catalogues printed in English, our habit of putting two cent stamps on letters which call for five cents and similar juvenile indiscretions, there is no doubt that they still continue to a surprising extent.

no doubt that they still continue to a surprising extent.

It is also true that we daily try to find markets for articles quite unfitted for the tropics. For example, it is not a joke, but a fact, that inquiry was solemnly made in Buenos Aires only recently by a concern of considerable standing in the United States as to the market for snow scrapers during the coming winter, and there are well authenticated instances where American husiness houses write about having business houses write about having agents in Buenos Aires selling goods for them in Chile or Peru, a thousand

densible activities of fixed to a comparation of houses, but the resentment such ing up here at home ought, therefore, therefore, therefore hought therefore house has in the tropics is conducted intelligently and efficiently. There is little doubt that we blundered a good deal twenty-five to thirty years ago, when we first began to do business in a serious way in Central and South the first orders to American houses came through men who were more or less of the adventurer type and who were in the new countries because it had become uncomfortable for them at the work of the serious way in Central and South as serious w

United States invaded Central give him the warbroke they were generally as rescuers, and what they had sales manager, and so the "stuff" was sent to Chile or some other distant sent of these men were sent out country to clear it out. Usually the

BROOKLYN'S BEST KNOWN PIANO HOUSE ONE PRICE—NO COMMISSIONS

PLAYERPIANOS

\$295, \$300, \$375, \$495, \$550

Original Prices \$395 to \$725 It has been gratifying to have our friends

in such large numbers profit by our last week's extraordinary sale of Player-

There are enough unusual opportunities left to have the

SALE CONTINUED

this week. Any one in the market for a Playerpiano cannot afford to overlook investigating values never given before.

Most Accommodating Terms

The STERLING PIANO CO., Sterling Bldg.,

MANUFACTURERS 518-520 Fulton St., Brooklyn, New York. 'Phone 5600 Main connects all Departments.

that are of real value, and it has been LIVELY WEEK IN

amazing.

The time has come for American

Copyright 1816—The Tribune Asin (N. T. Tribune)

De American business houses live up their contracts in their dealings with and our South American neighbors have excellent reasons for complaint in some against and South American countries?

It is fair to say that in some cases assouted on the highest possible american souther the prices had advanced, if no positive sizes and that we are still sidely in some very amateurish permances in our efforts to sell goods new fields. The questions raised are sure to first Americans who come in control American countries. The interrocities the fact that each of the fact that each is a far a larger crowd in town on Sunday Course and to stop dismissing all these disconcerting reports by saying: "Oh. all this is all right, but it is very correct to the fact that these control and the saying case this was not made clear and the house of the fact that the series taken were of a tentative character when the house of the fact that the prices had a perfect right to reject the fact say and the way to the fact that the prices had advanced, if no positive agreement for the delivery of the merchandise was made when the order was taken. But all too many agreements of a binding character were made which have not been kept. In practical proposes the fact that the prices had a perfect right to reject the facts, analyze them as the propose of the fact that the prices had a perfect right to reject the themselves. In no other way is it pos-sible to understand them. In planning to go the provincialism which is so often characteristic of our European tours should be put aside. If the peo-

do not compare with elaborate establishments of New York City, there is no occasion to conclude that the country is perfectly hopeless and does not want American merchandise. Any one of common sense can get along very well in most of these countries with a little patience and philosophy.

If we are going to develop our business in Central and South America it will be by employing the same methods so far as fundamentals are concerned, that bring success in the home markets. We cannot consider present conditions when we have unusual opportunities in these new fields, but we must discount the future and plan for stability. We must also be prepared to spend gup new territory at home.

Moreover, as a part of any campaign promoting our commercial interests, I believe it is the duty of every American business house to exert all the influence it can to discourage and suppress the activities of those bringing discredit on American business has as whole, abroad as well as at home.

RED CROSS WORK

far a larger crowd in town on Sunday Country Club, near which they are of any previous year, and the indi- Lodge. Mr. and Mrs. Ruel W. Poore,

week, when they rode across it in leaf.

Asbury Park, N. J., Aug. 12 .- The carnival season in Asbury Park was ple of the tropics are not accustomed to ple of the tropics are not accustomed to taking a heavy breakfast in the morning, that does not by any means indicate that they are uncivilized or do not understand modern ways. If the hotels do not compare with elaborate establishments of New York City, there is no occasion to conclude that the country. nival queen and cleven other young the hotel for August. Mrs. Ewald

that are of real value, and it has been especially disheartening to these men to observe the character of some of the new exploitations that have started since 1914. They have had a difficult time to overcome the prejudice aroused by the marauders who preceded them, and, having accomplished so much by hard work, they now find Spanish wholly inadequate to express their views concerning some of the new adventurers.

The number of wholly irresponsible trade promoters who are offering their services to business houses and of alleged associations claiming complete information concerning all kinds of business in the tropics is legion and the sort of business men who are caught by irresponsible schemers is amazing.

The time has come for American.

LIVELY WEEK IN

JERSEY RESORTS

IN BRETTON WOODS

Summer Folk Make Kits for French Soldiers and U. S.

Guardsmen.

Bretton Woods, N. H., Aug. 12.—Atlantic City will have the most success-ful August in its history. This is alken, who are among the several members of the Palmetto Golf Club, at Aiken, playing this season over White Mountain links, have given handsome trophies to be played for on Tuesday, the 15th, at the Bethlehem for time has come for American.

The time to overcome the prejudice aroused by the marauders who preceded them, and, having accomplished so much by hard work, they now find Spanish wholly inadequate to express their views concerning some of the number of the number of the consensus of opinion to-day of beach-front hotel men. Not only the Boardwalk hotels are doing a tremendous business; the side avenue houses are well filled, also. There was by far a larger crowd in town on Sunday.

The time to overcome the prejudice aroused at Atlantic City and As
Bretton Woods, N. H., Aug. 12.—

Colonel and Mrs. R. A. Swigert, of Colonel and Mrs. R. A. Swigert, of Maken, who are among the several members of the Palmetto Golf Club, at Aiken, playing this season over White Mountain links, have given handsome trophies to be played for on transfer of the played for o spending the summer, at Sinclair of New York, have also given handsome cups, which will be played for on the same day. Their daughter, Miss Helen Poore, will spend the month in Bethlehem.

Mrs. E. Hayes Trowbridge, of New Haven, has been elected president of the Bretton Woods branch of the Red Cross, and under the direction of Mrs. Henry T. Richardson and others the ladies of the Mount Washington and Mount Pleasant have made 3,000 bandages and kits for the wounded French soldiers and our own Guardsmen in Texas. Mrs. John P. Duncan is in charge of a similar movement at the Profile House, assisted by Mrs. R. P. connecting with the mainland this H. Durkee and Mrs. Charles H. Green-

Mr. and Mrs. J. K. Andrews and Mrs. A. M. Chapman, of New York, are at Ex-Postmaster R. J. Wynn of New the Maplewood Hotel for the month. York City is at the Breakers this Miss Doris Andrews has opened her cottage at Sugar Hill, in the Sunset Hill colony, and will remain through

Martin J. Keogh's cottage, at the Prowhich Miss Gruzilla Taylor, of Asbury file House, for the season. Judge and women were presented as maids at Fleitmann and Mrs. Frederick Wendell

Fulton Street **Bond Street**

BROOKLYN-NEW YORK STORE CLOSES AT 5 P. M.—SATURDAYS AT NOON

7,000 Summer Frocks A GREAT CLEARANCE

\$1, Values to \$4. \$2.50, Values to \$6. \$4, Values to \$12 Women's and Misses':: Almost Every Style

SEASON-END CLEARANCE of our entire stock of moderate priced Summer Frocks. It includes more than 7,000 garments, all new, smart and desirable, and the prices average hardly more than a third the actual worth of the Dresses.

This is an event of the very first importance, and the prices it brings are lower than similar frocks have been sold this summer, we believe. Sizes for both women and misses are to be had, and the variety of fabrics, colors and models is so great that practically any taste may be satisfied. Especially good showing of sport Dresses in striped patterns.

Important August Blouse Clearance 650 Blouses Worth \$2.50 at \$1.29

Of batiste, voile and organdie prettily trimmed with jabot frills, large collars, turn-back cuffs and the various other inventions of the year. Some are tailored Blouses suitable for business women; others are quite handsome enough for afternoon wear. Many are in the striped fabrics which have grown so popular; almost as many of the plain flesh and white.

500 Blouses Worth \$2 at \$1 Of sheer voile trimmed with laces or embroidery and in some cases with colored collars and cuffs and jabot frills. Plenty, too, of plain white.

500 Blouses Worth \$3 to \$4.50 at \$1.95

Voiles, organdles and batistes in about 25 pretty models featuring the deep sailor collars, the jabot frills, the lace and embroidery trimming which have made this summer unique. Long or three-quarter sleeves; all white or in colors, including plenty of flesh, rose, maize and other very popular shades.

Printed Voiles:: A Summer Cleanup Charming Patterns:: Prices Average Half

LEARANCES FROM OUR OWN STOCKS and those of several importers totalling thousands of yards. All new and desirable patterns, all fine qualities. 29c. Printed Seed Voiles, 19c

25c. Printed Voiles, 38-Inch, 121/2c Only a limited quantity in any one pattern, but unequalled values.

Novelty stripes and flower patterns.

69c. Printed Voiles, 44-Inch, 25c Borders and novelty stripes.

Clearance Remnants of Dress Cottons A gather-up of all short ends and remainders from a busy summer.

This Is a Record Clearance Men's Summer Suits at \$12.50 to \$20 From Our Own \$15 to \$30 Stocks

Taking everything into consideration-variety, values, size ranges-we think we have never announced a clearance of such importance. All the Suits were made for us and all were included (until the beginning of this disposal) in our regular stocks at full prices. Almost every sort of fabric is to be had; the models include everything from the "pinch-back" Norfolk favored by young men to the most conservative "plain sack." Sizes are still fairly complete, and we can give reasonable promise of fitting and pleas-

ing every man, no matter what his proportions.

\$5 Striped Flannel Tennis Trousers, \$3.50 Main Floor, Elm Place.

the season.

Mr. and Mrs. CharlesBurnham Squier, of Park Avenue, having taken Judge Mrs. Keogh and their family are in

\$1.89 & \$3.69 Parasols, \$1.37

\$2.47 to \$4.98 Hand Bags, \$1.49

These fashionable Curtains are of Marquisette and Scrim and are trimmed with clusy lace edge. These other extraordinary offerings from the Upholstery Store:

50c. Nottingham Lace Curtains, 29c. Pr.

\$1.49 All-Silk Crepe de Ghine, 99c. Yd.

\$23.98 Hand-Carved Floor Lamps, \$15.98

To be had in solid mahogany or burnished gold and, at Monday's price, come complete with beautifully made silk shades in all colors, to select from.

Subway floor, Central Building. 65c. to \$1.75 Sterling Silver

Flatware, 45c. to 95c.

At 45c., Regularly 65c. to 75c. At 65c., Regularly 90c. to \$1

Cheese servers, olive forks, salad forks, butter picks, ice tea spoons, tea spoons, bouillon spoons, oyster forks, grape-fruit knives, dessert knives, ice cream forks. Subway floor, Central Building. Misses' \$5 to \$5.75 Diamond Rings, \$3.50

Just 40 of these beautiful little Rings, solid 14 k. gold, each mounted with a small, white, full-cut diamond. The price is less than to-day's cost at wholesale.

\$1 French Pearl Earrings, 55c. Pr. These are about the best looking imitation pearls that you can find at such a low price. They have Oriental tints and a beautiful lustre, and there are only 300 pairs of them.

Street floor, Central Building.

\$9.98 Couch Hammocks, \$7.49 The first time these Hammocks ever sold for so low a price. The model is made on a steel frame with a rust-proof spring. It has heavy canvas ends and shield matteress has a soft duck-covered top with roll edge. Complete with I pair of chalms and celling hooks at Monday's price.

Sporting Goods Store, Faurth floor, West Building.

\$1.75 Wool Velvet Carpets, \$1.35 & \$1.50 Yd.

Our best Wool Velvet Carpets—from the Sanford, Rox-bury and Smith mills. The excellence of this offer needs no further emphasis. A splendid line in hall and stair patterns. 125 "Sample" Metal Bedsteads

30% Below Regular Prices A Wonderful "Climax" Offering

From the Midsummer Furniture Sale

ABRAHAM AND STRAUS

The Great Midsummer Climax Sale High-Water Mark of the Season in Value-Giving

Men's \$1.50 Straw Hats, 65c.

Men's 75c. to \$1 Fancy Shirts,

\$1.25 Boxes of 25 Cigars, 69c.

\$2.25 Samor Havana-Filled Cigars, Boxes of Fifty, \$1.49

Genuine French Briar Pipes at 24c., Instead of 50c.

\$5.00 Camping Blankets, \$3.25

Webster's New "Century" Dictionary, 39c

This price holds good for Monday only. Self-pronouncing, with an appendix containing synonyms and antonyms.

Bound in cloth, and consists of 1.081 pages.

Bock Store, Mezzanine floor. East Building.

Pillow Cases and Sheets-Special

Ready-made Pillow Cases, 12c, each.
Initial Pillow Cases, hemstitched or scalloped edges, 23c.
Linen-fnish, ready-made Sheets, 24, x24, yards, before hemming, 73c, ea. Subway floor, West Building.

\$1.49 All-Silk Chiffon Taffeta,

99c. yd.

\$1.49 All-Silk Crepe de Chine, 99c. Yd.

Army regulation weight and size. A maker's su made for a foreign government.

\$3.49 Full-Size Comfortables, \$2.49 Each Medium weight, figured dotted mull with borde figured silkoline back, lavender only, the rease the price.

Subway floor, West Build

Women's Coats Now \$9.95 Men's \$32 & \$38 Suits to Order,

Not a Coat in the entire group has been less than \$19.95. A great many have been \$24.95 and \$29.95. Fashionable styles in gabardine, fine serge, wool poplin, shepherd checks, tweeds.

Also dressy Coats for afternoon wear, of slik poplin or chiffon taffeta.

Second floor, Central Building.

Women's Suits, \$7.50 and \$15 The splendidly tailored cloth models and handsome sports costumes that have been \$16.50, \$18.75, \$24.75 and \$34.50—take Climax Reduction prices that cap all previ-

ADVERTISEMENT.

WEATHER

FORECAST

Men's Palm Beach Suits, \$5.75 The season's lowest price, we think, for Suits like these every one made of genuine Palm Beach cloth. Fach yard of material in them was water shrunk before it was used. The Suits were made by the best clothing manufacturer in America in this particular line.

The assortment is largely in the natural tan shade, plain or fancy. There are, however, a few grays, Mostly plain or fancy. There are, however, a few grays, Mostly plain or sack coats in resulars, stouts or longs. of striped crepe; also sports-colored models.
slik Jersey. All sizes in the various models.
Second floor, Central Building.

300 Women's Silk Dresses, \$12.75

These offer choice of Charmeuse Satins, Silk Taffeias, Silk Crepe de Chine, in dove gray, navy, inky blue, garnet, purple, Copenbagen.

As well as all black or white. Skirts are in deep tunic style or one-skirt effect. Corded, ruffled, hippocketed, pleated.

Bodices show the jacket fashion, the semi-basque or

crepe, in various novel handlings.

They are indeed lovely Frocks in which to enjoy
They are indeed lovely Frocks in which to enjoy
They are indeed lovely Frocks in which to enjoy
They are later than the state of A record low price for 1,500 handsome Summer Shirts, In madras and percales with soft double cuffs. Many putterns and colorings and a good assortment in every size from 13½ to 18. As this is a clearance, some of the Shirts are a trifle mussed. Street floor, Fulton Street, East Building. Women's \$2.50 to \$4.50

Autumn Hats, 98c Trimmed and untrimmed, beautiful advance model Millinery that we have obtained in a remarkable scoop. Hats of satin and velvet, satin and crepe, all velvet, in the school leaves.

Women's \$3.95 White Oxfords, \$2.95 Pr.

\$2 Dutch Curtains, 98c. Pair

\$2 Nottingham Lace Curtains, 98c. Pr.

Drugs and Toilet Goods Under-

A. & S. grain Alcohol.
32-oz., usually 84c., at 79c.
A. & S. Witch Hazel,
22-oz. usually 37c., at 31c.
Packer's Tar Soap, usually 19c., at 16c.
Packer's Tar Soap, usually 19c., at 16c.
Sodium Phosphate, 16c.
Susually 32c., at 29c.
Phenoiax Wafers, 100 in bottle, usually 75c., at 69c.

Bread's Unscented Soap, usually 19c., at 8c.
Penoxide, 18-oz.
Sodium Phosphate, 16c.
Since Manually 22c., at 19c.
Streat floor, Livingston St.,
East Building.

priced

Needed Notions at Low Prices

Woolen combination Skirt and Waist Hangers, usually 9c., at 7c.
Large spools black Sewing Silk, usually 21c., at 17c.
Tollet Pins, usually 5c., at 3c.
Sanitary rubberized Aprons, usually 39c., at 25c.

Street floor, Livingston St., Central Building.

\$1.50 Gold-filled Eyeglasses, 75c These Eyeglasses are rimless, with ground periscopic lenses and comfortable offset nose guard. Street floor, Livingston St., Het. East and Central Bidgs.

\$1.65 Kitchen Tables, 3-Ft.,

Other Household Needs at Little Prices

Sieeve Boards, regularly 27c., at 19c. Nicely covered, strong and rigid.
Grey Enameled Preserving Kettle, regularly 46c., at 39c., 10-qt, size.

at 39c., 10-qt, size.

Mrs. Pott's Sad Irons, regularly \$1.10, at 89c.; set three irons, stand and handle with polished finish. Rubber Gloves, regularly 42c, at 29c, pair—maroon color: all sizes.

Subway floor, East Bidg.

\$3.24 Cottage Dinner Sets, \$2.35 a Set

Just 84 of these sets in this decisive clean-up. In a pretty pink and green floral design on excellent American porcelain. Sets contain 48 pieces, to serve six people. Only 84 sets in the offer. Subway floor, Central Building.

Low Prices on Fine Cut Glass Beautiful gift pieces in rock crystal, floral, Venetian or other designs in pure, brilliant cut glass.

\$3.49 Flower Vases, 12-ln. 60c. Table Tumblers 25c. Dozen Subway floor, Central Building.

With the present high prices on all metals, this is a very extraordinary opportunity.

We bought the entire collection of sample full-sized metal Bedstrads from the Lehigh star Bedding Company, of Allentown, Pa. It was specially prepared to be exhibited to show the designs for the coming season to the buyers of stocks for retail selling.

Naturally, the Bedsteads are the best workmanship. Naturally, the Bedsteads are the best workmanship is hes and with improved acid-proof lacquer. The steel Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity new effects—and are very durable. As no two of the Bedsteads are finished in a variety of handsome coloranticity.

**Boneless strips, weighing from 3 to 5 pounds. Sugar cured and smoked over hickory logs, imparting that nutting definition of th